

U.S. Army Materiel Command

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Partnering For Success

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AMC-Army Readiness Command - Serving Every Soldier Every Day

LITIGATION...



PROTEST DOCUMENTATION *“5 Tons of Paper”*

ALTERNATIVE DISPUTE RESOLUTION



**“DISCOURAGE LITIGATION. PERSUADE YOUR
NEIGHBORS TO COMPROMISE WHENEVER YOU
CAN. POINT OUT TO THEM HOW THE NOMINAL
WINNER IS OFTEN A REAL LOSER -- IN FEES,
EXPENSES AND WASTE OF TIME”**

Abraham Lincoln



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PARTNERING GUIDE

U.S. Army Materiel Command

Partnering for Success



**A Blueprint for Promoting
Government-Industry
Communication & Teamwork**



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KEY ELEMENTS OF PARTNERING

- **COMMITMENT AND LEADERSHIP**
- **“PARTNERING CHARTER” OBJECTIVES**
- **COMMUNICATION - THE HEART OF THE PROCESS**
- **ISSUE ESCALATION**
- **ALTERNATIVE DISPUTE RESOLUTION PROCESS (ADR)**
- **TEAM ROLES AND INDIVIDUAL RELATIONSHIPS**
- **JOINT PERIODIC EVALUATION**

BENEFITS OF PARTNERING

- **IMPROVED CONTRACT PERFORMANCE -
(QUALITY, TIMELINESS AND COST)**
- **POSITIVE BUSINESS RELATIONSHIPS**
- **TIMELY RESOLUTION OF PROBLEMS**
- **REDUCTION OF LITIGATION AND WASTED
RESOURCES**

AMC PARTNERING FOR SUCCESS PROGRAM

WHAT WE'VE DONE...

- ✓ **DEVELOPED AND TESTED PARTNERING MODEL**
- ✓ **PUBLISHED AMC GUIDE**
- ✓ **ESTABLISHED AND TRAINED NETWORK OF 100 CHAMPIONS**
- ✓ **CONDUCTED 18 PARTNERING WORKSHOPS (ROADSHOW 7)**
- ✓ **CONTRACTED FOR PROFESSIONAL FACILITATORS**
- ✓ **CONVENED LEAD PARTNERING CHAMPIONS
WORKSHOP TO EVALUATE IMPLEMENTATION**
- ✓ **DEVELOPED INVENTORY AND SELF-ASSESSMENT**

U.S. Army Materiel Command



PARTNERING IMPLEMENTATION ASSESSMENT TEAM

**REPORT & BRIEFING
December 15, 2000**

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PIAT MSC On-Site Program Reviews

CECOM

Wholesale Logistics Modernization Program (LOGMOD)
Combat ID Dismounted Soldier (CIDDS)
Joint Tactical Terminal (JTT)

AMCOM

MLRS Overarching Partnering Agreement
Improved Cargo Helicopter (ICH)
T-55 Engines
MPIM/SRAW

TACOM

Installation Support
Armored Security Vehicle (ASV)
M1000 Semitrailer (HETS) Trailer
Team Abrams Partnership (TAP)

STRICOM

Miles 2000
Aviation Combined Arms Tactical Trainer (AVCATT)
Live Training (Life Cycle Contractor Support)

OSC

XMAT
JACADS
Hydra 70



Significant PIAT Findings

- **Partnering Works**
- **Commitment is there...must be reinforced**
- **AMC Partnering Guide effective**
- **Corporate Partnering Agreements**
- **Cost of Partnering Workshops may be a barrier**
- **Lead Partnering Champion (LPC) network is essential**
- **Changing personnel challenges the Partnered arrangement**
- **Partnering training needed**
- **The PEO/PM community is an untapped resource for Partnered arrangements**
- **Recognizing and awarding Partnering efforts**

Plan of Action 2001

Approved by AMC Commander

- **CG Memorandum RE: Implementation**
- **Update *AMC Partnering For Success Guide***
- **Lead Partnering Champion Workshop**
- **Local Partnering Training Curriculum**
- **Videotape For New Personnel**
- **Funding For Partnering Facilitators**
- **Partnering In Acquisition School Curriculum**
- **AMC Partnering Awards Program**